

Message Text

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PAGE 01 CAIRO 11183 200451Z
ACTION NEA-10

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UNCLAS CAIRO 11183

E.O. 11652: N/A
TAGS: BEXP, EG
SUBJECT: DECEMBER 1978 ELECTRICAL EQUIPMENT TRADE MISSION

REF: STATE 051774

1. RESPONSES BELOW KEYED TO QUESTIONS POSED PARA 1 REFTEL:

- A. SUGGEST THREE WORKING DAYS IN CAIRO.
- B. PRODUCTS WITH GOOD SALES POTENTIAL INCLUDE:
3357 - ELECTRICAL CABLE; 3511 - TURBINES AND GENERATORS;
3612 - TRANSFORMERS; 3613 - SWITCHGEAR.
- C. SEE 77 CAIRO A-145.
- D. IMPORT DUTIES GENERALLY LOW (IN RANGE OF 2 PER CENT
FOR MANY ITEMS) AND U.S. PRODUCTS, WITH APPROPRIATE FINAN-
CING, HAVE GOOD MARKET OPPORTUNITY.
- E. WEST GERMANY (SEIMENS AND OTHERS); EAST
GERMANY; FRANCE.
- F. NONE KNOWN AT THIS TIME.

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- G. AND H. GOE 5-YEAR PLAN (1978-82) CALLS FOR INVEST-
MENT OF MORE THAN L.E. 800 MILLION (L.E. 1 EQUALS U.S.
\$ 2.56 AT OFFICIAL RATE) IN ELECTRIC PROJECTS. SUBSTAN-
TIAL ADDITIONS TO CURRENT GENERATING CAPACITY ARE PLANNED,
WITH CONSTRUCTION OF SEVERAL NEW POWER PLANTS. IN ADDI-
TION, PROCESS OF EXTENDING ELECTRICITY TO RURAL AREAS IS
CONTINUING AT RAPID PACE. WORLD BANK PLANS COMMIT SUB-

STANTIAL FUNDS (POSSIBLY AS MUCH AS \$ 100 MILLION) TO ELECTRICITY PROJECTS OVER NEXT SEVERAL YEARS. OF PARTICULAR INTEREST TO U.S. FIRMS IS FACT THAT A.I.D. IS UNDERTAKING SEVERAL ELECTRICAL PROJECTS INCLUDING GAS TURBINE PLANTS AT TALKHA AND HELWAN (\$ 69 MILLION), STEAM PLANT AT ISMAILIA (\$ 141 MILLION), A CONTROL CENTER FOR THE NATIONAL POWER GRID (\$ 41 MILLION), AND REHABILITATION/EXPANSION OF URBAN DISTRIBUTION NETWORKS (\$ 46 MILLION). UNDER PREVIOUS GRANT, AID FUNDED \$ 30 MILLION WORTH OF ELECTRIC DISTRIBUTION EQUIPMENT FOR SUEZ CANAL ZONE. FUTURE AID PLANS INCLUDE PARTIAL FINANCING OF NEW 600 MEGAWATT POWER PLANT AND AN EXPANSION OF PROVINCIAL DISV

TRIBUTION NETWORKS. ELECTRICAL EQUIPMENT, INCLUDING CABLES, HAS ALSO BEEN FINANCED UNDER AID'S COMMODITY IMPORT PROGRAM.

- I. WESTINGHOUSE; GENERAL ELECTRIC; SANDERSON AND PORTER, INC. (ENGRS); GILBERT ASSOCIATES, INC. (ENGRS); HARZA OVERSEAS ENGINEERING, INC. (ENGRS).

2. FOLLOWING RESPONSES KEYED TO MATTERS ADDRESSED PARA 3 REFTEL:

- A. REQUEST ALL MISSION MEMBERS SECURE EGYPTIAN VISAS PRIOR TO VISIT.
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- B. HOTEL ROOMS, WHETHER SINGLE OR DOUBLE OCCUPANCY, COST APPROX. \$ 45 PER NIGHT. SUITES ARE \$ 160 TO \$ 200 PER NIGHT. HOTEL ACCOMODATIONS EXTREMELY TIGHT IN CAIRO AND RESERVATIONS MUST BE MADE WELL IN ADVANCE.

- C. BROCHURES IN ENGLISH ARE ACCEPTABLE TRE. REQUEST BROCHURES ARRIVE AT LEAST FIVE (5) WEEKS PRIOR TO MISSION VISIT.

- D. INTERPRETER/TRANSLATOR SERVICES NOT NORMALLY REQUIRED.

- E. COST FOR LOCAL PHOTOGRAPHER APPROX. \$ 40 PER DAY.

6 F. MISSION RECEPTIONS HAVE NORMALLY BEEN HELD AT HOTEL. COST IS APPROX. \$ 8.00 PER PERSON. LIQUOR PURCHASED FROM COMMISSARY COSTS APPROX. \$ 100.00, INCLUDING AMOUNTS USED FOR RECEPTION.

- G. COST OF SECRETARY-RECEPTIONIST APPROX. \$ 15.00 PER

DAY. MISSION MAY WISH CONSIDER DESIRABILITY OF RENTING
ADDITIONAL ROOM IN HOTEL FOR USE AS BIC.

3. COSTS GIVEN PARA 2 ABOVE, ESPECIALLY THOSE INVOLVING
HOTEL SERVICES, MAY BE HIGHER BY DECEMBER 1978 PERIOD OF
MISSION VISIT. EIRHS

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